

Hello, I'm Colleen McNamara, Executive Director of the Michigan Cable Telecommunications Association.

I represent the cable companies in Michigan. It may be surprising to you, but my members have invested more, in this state, than any other telecommunications industry over the last 5 years. The billions of dollars we've **already** invested allow us to offer cable television to over 93% of Michigan households. And as importantly, we've made broadband available to 87% of Michigan homes. No other industry comes close to that level of statewide investment or broadband availability.

This investment has also allowed us to roll out new advanced services like Video on Demand, High Definition Television and telephone over cable. I'd like to point out that many of the services being characterized by others as "futuristic" in this debate, are being offered **today** by your current cable provider. I think it's also important to note that when we roll out a new service to a community, we make that service available to our entire footprint in that community.

As for competition, we fight tooth and nail daily with the two satellite providers serving this state—the Dish Network and Direct TV (as you can probably attest if you watch any tv or read any newspapers). Approximately 20% of household getting a video product choose satellite. Additionally, in over 50 communities there are two choices for traditional cable as well—in those communities there are **four choices** for enhanced video.

When debating this issue, our request is simple. It is exactly what you did when you revised the Michigan Telecommunications Act last year.---- Keep everyone competing in the marketplace under the **same set of rules. Treat like services alike.** No **one** provider should gain a regulatory advantage over its competitors. Competition will only flourish if everyone is under the same set of rules.

We've asked Rick Cimerman, Vice President of State Governmental Affairs from the National Cable and Telecommunications Association to testify for the industry today. And joining us at the table, should he be needed, is Mike Ashton an attorney with Fraser,Trebilcock—who advises us on telecom legal issues.